

Message Text

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PAGE 01 MONTRE 00565 252211Z

73

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W

----- 096335

R 251755Z MAR 75

FM AMCONSUL MONTREAL

TO USDOC WASHDC

INFO SECSTATE WASHDC 6138

UNCLAS MONTREAL 0565

E. O. 11652: N/A

TAGS: BGEN, CA

SUBJ: PRIVATE TRADE OPPORTUNITY

1. 122/04/P0062

2. 032575

3. E. TOLMAN

4. 122 CANADA

5 I A D

6A. WRITE, CALL OR CABLE --

6B. TANDY D. ARNOLD, VICE PRESIDENT AND GENERAL MANAGER

6C. LAURENTIAN AGENCIES

70 HYMUS BLVD.

POINTE CLAIRE, DORVAL, QUEBEC H9R 4R1, CANADA

7. CABLE: LAURAGE, MONTREAL; TELEX: 05-268619; TELEPHONE:

(514) 697-3444

8. --

9. 102-111-112

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9A. DIRECT SALE AND AGENCY

10. DESCRIPTION

2834XXX-0000. DRUGGIST PREPARATIONS, PHARMACEUTICALS

2844XXX-0000. TOILET PREPARATIONS AND COSMETICS

30697XX-0000. DRUGGIST AND MEDICAL SUPPLIES

2065XXX-0000. CONFECTIONARY PRODUCTS

LAURENTIAN AGENCIES IS A WHOLLY-OWNED SUBSIDIARY OF NATIONAL DRUG AND CHEMICAL COMPANY OF CANADA LIMITED, CANADA'S LARGEST COAST-TO-COAST WHOLESALER. FOUNDED IN 1935, LAURENTIAN AGENCIES IS ONE OF CANADA'S LARGER DRUG SALES AND DISTRIBUTION AGENCIES. SALES COVERAGE IS FROM COAST TO COAST. EMPLOYS 39 PERSONS. ANNUAL SALES VOLUME DOLS 3.0 MILLION. HEAD OFFICE LOCATED AT 70 HYMUS VLVD., POINTE CLAIRE, QUEBEC. FIVE SALESMEN INCLUDING SALES SUPERVISOR COVER QUEBEC AND MARITIME PROVINCES, FIVE COVER ONTARIO AND SIX THE WESTERN PROVINCES.

LAURENTIAN AGENCIES SALESMEN CONTACT CLASS "A" AND "B" RETAIL DRUG ACCOUNTS, THE DRUG DEPARTMENTS OF DEPARTMENT STORES, HEALTH AND BEAUTY AID DEPARTMENTS IN MAJOR OUTLETS, SYNDICATE STORES, DISCOUNT PHARMACIES AND OTHER NON-DRUG OUTLETS INCLUDING GROCERY, TOBACCO, AND SUNDRY WHOLESALERS. WHILE LAURENTIAN AGENCIES IS CLOSELY ASSOCIATED WITH NATIONAL DRUG AND CHEMICAL, IT WORKS INDEPENDENTLY OF THAT FIRM.

LAURENTIAN AGENCIES IS SEEKING NEW LINES OF PROPRIETARY AND OVER THE COUNTER PRODUCTS, COSMETICS, TOILETRIES AND CONFECTIONARY PRODUCTS FOR DRUG, FOOD, SYNDICATE, AND DEPARTMENTAL TRADES. IT HANDLES COMPLEMENTARY AND COMPETITIVE LINES ABOUT WHICH INTERESTED PARTIES WOULD BE ADVISED.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MONTRE00565
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750104-0413
From: MONTREAL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750318/aaaaaqdk.tel
Line Count: 96
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: buchant0
Review Comment: n/a
Review Content Flags:
Review Date: 19 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <19 JUN 2003 by maginmm>; APPROVED <26 FEB 2004 by buchant0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRIVATE TRADE OPPORTUNITY
TAGS: BGEN, CA
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006